



Chalet and Apartment Rentals



About Us

The owners' of Chalet & Apartment Rentals have over 18 years experience in the ski holiday industry but this family owned business was established in Courchevel in 2009 before expanding into Meribel in 2011. We currently promote over 50 properties in each valley.

International English speaking demand for the self-catered and/or flexible catered rental market in the 3 Valleys is enormous but there are few good options for French or English owners to fully exploit this market.

Owning and renting in a ski resort should also be fun, hassle free and financially rewarding. Our aim is to generate as many of these positives elements as possible for the owners we work with.

We do this by being honest, transparent, pro-active and flexible in our approach.

For example if you wish to use 10 weeks of the 20 week ski season for you and your friends, use another French or English agent and/or market your property yourself we would still love to work with you to ensure you maximize your rentals and individual aims.

Alternatively, we can manage everything (including your and/or your friend's bookings) and just send you money at the end of each month of the winter ski season.

Although the business is based in the UK the owners live in Meribel and most of the staff spend the winter season in resort. We operate 7 days a week during the winter season and know each of our properties individually which affords many advantages to both owners and holiday clients.

Due to our dedication and ethical approach, our rental business has grown organically by 20-30% year on year.

However this year we are now proactively looking for new property owners to work with us.

UK Booking office: +44 (0)20 300 20 320 - French Resort Office: +33 (0)4 56 38 67 81

www.meribel-chalets-apartments.com
holiday@meribel-chalets-apartments.com

www.courchevel-chalets-apartments.com
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Why work with Chalet & Apartment Rentals?

Non-Exclusive Agreement with Total Flexibility – Our Owners Agreement allows a great deal of flexibility. You can rent your property through us for as many or as few weeks as you would like. You can rent the apartment directly yourself to holiday clients or friends & family and/or through another agent. You can block off your preferred holiday weeks well in advance or at the last minute (if not already booked).

No upfront fees – Our business only generates revenue when we perform. We take a commission for all rental bookings that we make but there are no additional or hidden charges.

Pricing – Some owners prefer to sell only a few weeks a season to help cover local taxes and charges. Other owners prefer to sell as many weeks as possible to maximize their occupancy and net return. We are very experienced at assisting owners to set the correct weekly rental prices for their specific requirements.

Dedicated Rental Sales Team – Our staff are all keen skiers and most are based in resort during the winter. This local knowledge and enthusiasm shows when we email or speak with holiday clients leading to more bookings for our owners.

Sell More Weeks – Higher Net Return - Our team will pro-actively sell as many weeks as possible to maximize your return. We focus on selling all weeks including the low non-peak weeks not just the peak weeks.

In Resort Staff - We are on-hand 7 days & nights a week during the season to deal with any issues as they arise meaning less hassle for our owners. We are not property managers but liaise with owners/cleaners/property managers /tradesmen to get any issues resolved efficiently. Holiday clients feel reassured when in-resort assistance is available.

High Occupancy Levels – For owners who wish to rent as many weeks as possible we offer a variety of special offers which can also be very productive tools during difficult seasons. Examples of special offers include early booking discounts, primarily used for low non-peak weeks, last minute discounts for weeks not yet sold and small group discounts for larger properties which tend to book early but might stay empty otherwise.

We never discount agreed prices without the owners' approval unless that owner has given us specific approval to make these decisions on their behalf.

Google & SEO – Both our Meribel & Courchevel websites list very high on the first page of search results for keywords used by our target markets. For example try “Courchevel apartment rentals” or “Meribel apartment self-catered” and see for yourself. This translates to greater exposure for your property.

Advertising & Marketing Expenditure – In addition to the free search above we invest heavily in online marketing, social media and internet portals. Our largest expenditure is with Google Adwords as its clear from our website analytics that it's the most effective. However we spend on a range of other advertising and social media such as Facebook, Courchnet, Merinet, Owners Direct, etc . Our owners benefit greatly from this very targeted advertising spend.

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Exclusive Discounts Encourage Repeat Bookings – We offer Discounted Ski Lift Passes, additional discounts for Ski Rental, Ski School & Ski Lessons as well as Airport Transfers. This helps clients save money and encourages repeat bookings for our property owners. Owners and their friends can also benefit from these exclusive discounts.

Ethical – Our website includes lots of photos, full honest descriptions, videos, floor plans and location maps. Our staff know all our properties and we try hard to ensure holiday clients are fully informed and the properties they book are best suited to their stated requirements. This results in very satisfied holiday clients, greater trust and more repeat bookings. We strive to be very honest & upfront in our dealings with both owners and holiday clients.

Strong Network – We have a network of cleaners, property managers and tradesmen in resort and encourage owners to retain and/or build a relationship with them. Developing a direct personal arrangement with your cleaner/property manager and/or tradesman creates a sense of ownership and results in your property being well looked after and maintained.

Clear communication - We will keep both you and your cleaner & property manager informed of all bookings at your property on regular intervals to ensure that all bookings run smoothly. We never take a booking without confirming pricing and availability with an owner first.

Online Booking System for Clients, Owners and Cleaners - Our secure & private online payment & booking system allows many time saving advantages to holiday clients, owners and cleaners alike. Holiday clients and owners can take easy advantage of the many discounts we offer, etc. Although we send regular information to both owners and cleaners including the weekly cleaners report with numbers and bed configuration, etc. owners and cleaners can log in to our system to check weeks booked, etc.

No Obligation Discussion: If you would like a no-obligation discussion about your and/or your friends options as an owner please give one of our team a call on +44 (0) 20 300 20 320 OR +33 (0)4 56 38 67 81.

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